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This directory is a new feature of Western Livestock Journal's COMMERCIAL CATTLE ISSUE, out August 1.

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CATTLE AVAILABLE FOR THE 1977-78 MARKETING SEASONS

	NUMBER	BREED	MONTH OF YEAR OFFERED	PLEASE CHECK WHICH QUALITY: REPLACEMENT	SLAUGHTER
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Yearling Steers					
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Comments

"Right here and now, I predict that the farmer and rancher cannot show the advance of sophisticated business methods, he must make them his own, or be swallowed up by them!" The speaker was E. Henry Matthiessen Jr., Still House Hollow Farm, Hume, Va. The place was the California Livestock Symposium, Fresno, May 26, and more than 5000 stockmen and their families were on hand to hear the prediction.

RICHARDSON

Theme of this year's Symposium was planning production for profit and in the wake of a crippling drouth, and dire financial distress for some stockmen, it seemed almost anti-climactic to be talking about better business structures. Nevertheless, profit—in a word—was part and parcel of the burgeoning Bank of America sponsored event.

Speakers said there is little question that the economic pulse is beating faster and will continue to do so right into fall. No matter. "For as long as the producer industry doesn't know, or care, how much it's producing, the rest of the chain has your end tied to the wall, at their mercy." Matthiessen's point is that the powerful people in transportation who carry your product away; the powerful people who process it; and those who merchandise it when it's no longer yours; all of them depend on you to start their whole business.

"You literally bring their business into being, and then lose all control. In their highly structured business, they have stockholders to satisfy, and they must be expected to pare their basic costs to the bone. And you're the basic cost they're paring!" he declared.

Matthiessen still believes the family stockmen—big, little, incorporated or partnership—still controls raw production. "The big boys are still feeling their way—the land is still overwhelmingly in your hands, if you can keep it, make enough money off it to hold it, you are still in the saddle."

He believes stockmen must grasp a fundamental fact about the livestock business: "Stockmen are riding along, individually, on two million horses, headed each in his own direction, with no general to organize the cavalry!"

Matthiessen's conclusion is simple: Producers who remain on the farms and ranches must stake out the profit margin they must have to stay in business, "so that our profit can be factored in to the cost of food too." Anyone want to saddle-up for profit? The marketing horses have been staked.

—GLEN RICHARDSON

SOUTH DAKOTA'S OFFICERS—Relected officers of the South Dakota Stock Growers Assn. are John R. Olson, (left), Ludlow, president, and Wally DeVries, Belvidere, vice president. The SDSGA annual convention was held in Pierre. (Staff photo by Jodi DiLorenzo)

'Let's do it!'—South Dakotans stirring up referendum support

By JODI DiLORENZO

What is your state doing to prepare for the upcoming Beef Referendum? In South Dakota cattlemen and their wives are busy, really busy.

Mrs. Maxine Ham, Piedmont, S.D., explained the state's referendum countdown plan to South Dakota stockmen attending their annual convention in Pierre.

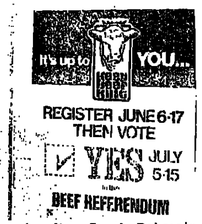
So far, the state Beef Development Taskforce has received free public service spots on the majority of South Dakota's radio stations, averaging three minutes a week. Mrs. Ham urged, "Call your local station and ask if they are using the spots."

The state cattlemen are also sponsoring a full page ad in 55 local weekly newspapers with the names of 452 cattlemen in support of the referendum.

Most impressive campaign plus is a half hour program to be shown on every state television station. The format for the show will be a question and answer period, with representatives from all of the state's agriculture-related associations.

Mrs. Ham also asked the 60 county chairmen to start calling neighboring cattlemen to remind them to register June 6-17. The county chairmen are then instructed to check the registration lists, which are public information, at the local ASCS offices and recall any cattlemen who still haven't registered. The chairmen will again get on their phones to remind all who have registered to "get out and vote."

Mrs. Ham stressed, "Its our money, our product and our program. Only we are going to sell it. We'll need over 6000 yes votes in South Dakota to help pass the program nationwide. Let's do it."



IT'S UP TO YOU—Spearheading South Dakota's campaign to get cattlemen to vote in the upcoming Beef Referendum is Mrs. Maxine Ham, Piedmont. She reported to those attending the South Dakota Stock Growers Assn. convention, Pierre, what the state's taskforce was doing to help get the referendum passed during the voting period, July 5-15. (Staff photo by Jodi DiLorenzo)

WESTERN LIVESTOCK JOURNAL
News • Trends • Sales • Shows • Markets
June 6, 1977 Central Edition Vol. 55, No. 39

SDSGA lesson:

'Back BRIA; we won't get another chance'

By JODI DiLORENZO

"We're as efficient as we can be. So efficient, we've produced ourselves into bankruptcy." Thus was the comment by George Strathearn that ignited a round of applause from the 500-plus South Dakotans attending their annual stock growers convention in Pierre.

Strathearn, from Burlington, Calif., is one of many cattlemen working very closely with the Beef Research and Information Act and drumming up enthusiasm to get cattlemen to register June 6-17 and vote in the referendum, July 5-15.

"The BRIA has been formulated to rectify and begin to solve our industry's problems. Its basically a plan to raise money to carry out specific programs—research, consumer information, market development and industry information, such as market analysis.

GEORGE STRATHEARN
'Get together as an industry'

"There are interacting forces that have influence on our business—good and bad—that we haven't been able to do a thing about," Strathearn continued. He cited vegetarians, cholesterol scares, and meatless diets as some of the problems that the industry has been unable to handle effectively. "There is something

(Continued on page 2).

Survey indicates most farmers are in 'good financial shape'

Most farmers are in good financial shape, although the demand for agricultural loans is stronger than a year ago and the rate of loan repayments has slowed, according to 185 banks responding to an April 1 credit survey by the Federal Reserve Bank of Kansas City. The survey covered Colorado, Kansas, parts of Missouri, Nebraska, New Mexico, Oklahoma and Wyoming.

Most banks surveyed said that at least one-half of their farm customers were in good financial condition and fewer than 10% were overextended and in serious trouble. The increase in demand for loans reflects the cash flow problems many farmers are experiencing.

Nearly two-thirds of the bankers indicated that the rate of repayments of loans was lower than a year ago, and that requests for renewals and extensions had increased in the past year. In response to that, more than 40% said they had increased collateral requirements since the first quarter of 1976.

The survey indicates that the reluctance of farmers to sell commodities at low prices has resulted in sluggish deposit growth at rural banks. Consequently, the availability of funds for loans is being reduced.

The loan deposit ratios of many rural banks have been inching upward in the past year. The average for the rural banks is 62.3% compared to 56.7% a year ago.

Changes proposed for grading rules

Plants using federal meat grading services may be required to provide in plant storage facilities for equipment, if a proposed change in the U.S. Department of Agriculture meat grading regulations is adopted.

Unions try to eliminate secret ballot

By DOUG LIERLE

HR-77, a bill that would eliminate the secret ballot in various labor unions, could be potentially dangerous to the livestock industry, warns ANCA Executive Vice President C.W. "Bill" McMillan.

McMillan, speaking before beef producers attending the California Livestock Symposium, May 27 in Fresno, said union leaders are attempting to do away with the secret ballot because more and more of the nation's work force are voting against unionized labor. Unions are getting weaker. And by eliminating

(Continued on page 3)

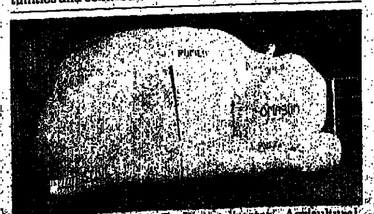
Symposium lesson:

Trying periods test forebearing breed

By DOUG LIERLE

The California livestock industry is going through one of the most trying periods in the history of the business. But livestock operators are a tenacious, forebearing breed. And at the California Livestock Symposium, May 26-27 in Fresno, the confab's theme—"Planning Production for Profit"—was stressed to the hilt.

Five sections, one each for the beef, sheep, dairy, swine and horse industries were packed with breeding and management improvement ideas. Highly sophisticated speakers in each section related many of the common problems, opportunities and contributions of each of these livestock species.



BIG BELLY—William F. Field, director, Agricultural Experiment Station, University of Georgia, Athens, used this giant rumen for demonstration purposes during his portion of the California Livestock Symposium, May 26-27, Fresno. (Staff photo by Doug Lierle)

James H. Cothern, extension livestock economist, University of California, Davis, summed up the importance of red meat to the diet in his opening remarks May 26.

"Pound for pound, in quantity as well as quality, meat and milk protein cannot be matched by any single vegetable, fruit or grain. They are important sources of iron, calcium, phosphorus, and abundant amounts of the A, B and D vitamins and other minerals.

"It is important to remember in today's competitive dollar conditions the inter-relationship of all

(Continued on page 3)

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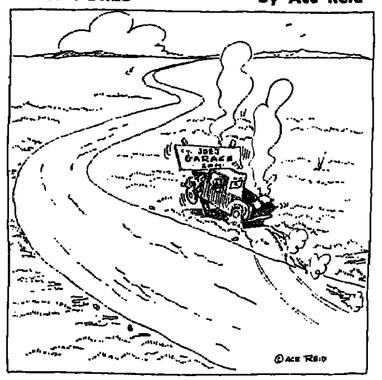
NEWSPAPER (priority handling)

COW POKES

By Ace Reid



"If I didn't have bad luck, I don't guess I'd have any kind of luck at all"!

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Olson elected SDSGA prexy

By JODI DiLORENZO

South Dakota Stock Growers, meeting in the state's capital city of Pierre, re-elected John R. Olson, Ludlow, president, and Wally De Vries, Belvidere, vice president.

The stock growers also handled quite a bit of business with the passing of thirteen resolutions, ranging from opposing the raising of the state's minimum wage to opposition of the proposed Consumer Protection Agency. The association also went on record against the Oahe Irrigation Project.

Members voted to send a representative to the June 14 hearing in Rapid City concerning the Beef Promoters of South Dakota's petition to the International Trade Committee. The group is trying to show the disadvantage of imports.

The stock growers are against the raising of the minimum wage because they believe it will intensify youth unemployment, with many employers feeling they could not hire youth under 18 years of age

'We won't get another chance'

(Continued from page 1)

about the image of meat that must be corrected with these people."

Strathearn cited the progress of the California Milk Advisory Board as a comparison of what the BRIA could do for the beef industry, saying, "$30-40 million is not too much money."

"In 1969 the national per capita consumption of milk was 126.4 quarts and for just the state of California it was 126.8 quarts. In 1976 the per capita consumption had dropped to 114 quarts for the nation, but in California it had risen to 131 quarts.

"The California Milk Advisory Board's budget for 1977 was $10 million. Remember though, that this is just for California and basically just for advertising. The BRIA is a national program and offers a lot more than just advertising."

Strathearn explained that some of the projects the BRIA would initiate would include research from the product standpoint, new products, market analysis and to tell the consumer "our side of the story."

"The consumer thinks beef is too high because the media tells her it is too high. We really have a conditioning job to do for when she has to pay a dollar or more per pound. We must tell her she is getting a hell of a bargain."

The Californian used Anita Bryant as an example of creating an image. "When you think of Anita Bryant you immediately think of orange juice. This just didn't happen overnight. She has been shown with orange juice over and over again. You provide an image and repeat it. And this kind of communication is expensive.

"Many people are worried this is a government program. The 15 men who started the BRIA movement are men who wouldn't run and ask the government for help. But we had to go through the channels we did so we could have the law of the land to back this program. The 68 members of the Beef Board, cattlemen like yourself, will have complete control over the program as long as they stay in the boundaries outlined by the law."

Strathearn concluded by saying, "The BRIA won't solve all our problems, but it's a chance for us to get together as an industry. We'll never get another bill like this—an opportunity to make for a healthier beef industry and livestock market.

"We have a lesson to learn from mother cows. When it's cold they bunch together to keep warm. One cow will walk into the group to keep herself warm. She doesn't think about keeping all the other cows warm. But as she keeps herself warm she helps keep all the others warm, too. We need to bunch up."

Storey elected PGHA president

Jim Storey, Bozeman, Mont., has been elected president of the Park-Gallatin Hereford Assn. Also elected at the group's meeting were Dan Landers, Wilsall, vice president, and Dr. S.J. Smith, Bozeman, secretary-treasurer. New directors are Jim Higgins, Ringling; Virgil Isbell, Wilsall; John Venhuizen, Manhattan, and Buzz Goldenstein, Bozeman.

Members voted to hold the association's Hereford Tour Sept. 22-24 in Park and Gallatin Counties.

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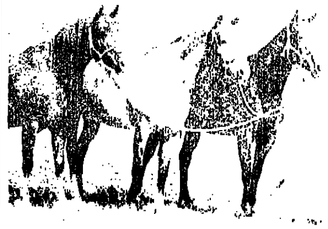
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Trying periods test forebearing breed

(Continued from page 1)

the red meat industries," Cothern continued. "The commonality of purpose as well as those of problems and contributions should be emphasized. It is more important today than ever before to consider making that last unit produced just pay for itself rather than producing more regardless of the cost.

"Admittedly enhancing the income of today's ranching or dairy operation is a slow and painful task," he concluded. "It requires all of the manager's faculties, resources and management skills. Today's operator must avail himself of a variety of market news information, marketing and financial techniques in order to maximize returns. In addition, producer self-help programs should be supported to the fullest extent."

In the beef section, ranch recreation and brush control were two of many ways discussed to help improve your profits. Charles Gay, general manager of Hudson Cattle Co., Pike Road, Ala., said ranch recreation is the biggest drawing card today.

"If you have the facilities (house, etc.), the streams, lakes and beauty, utilize it for a diversified operation. Make some money from it," he said. "You are a romantic character in America's history. Cock your hat a little, chew some tobacco, and talk with a drawl . . . that's what they want to hear."

Dan Patton, manager of the Dye Creek Preserve and Dye Creek Ranch, Red Bluff, Calif., discussed the potential as well as the problems of a large ranch game management program for added ranch income.

"All ranch and farm lands have recreational potential," he said. "There are two main reasons why you should get involved: profit, and controlled versus uncontrolled use of the land; and you might as well control it."

Patton stressed the importance of obtaining professional help to evaluate land potential and to explore alternative programs before jumping head first into a recreation program.

Harrells to host Hereford field day

The Oregon-Washington Junior Hereford Assn. will hold its Northwest Regional Junior Hereford Heifer Show and field day June 12-13 at Harrell Hereford Ranch, Baker, Ore.

Registration begins at 9 a.m. June 12. Speech contests will fill most of the morning agenda. Dr. Miles McKee, Kansas State University, Manhattan, will begin the afternoon program with a live animal evaluation. The judging contest is scheduled to begin at 1:30 p.m.

Registration June 13 will begin at 8 a.m. and the heifer show is scheduled for 8:30 a.m.

Mike Kendall, Emmett, Idaho, American Junior Hereford Assn. president, and Willard Wolf, Spokane, Wash., AHA field representatvie are special guests.

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ENDORSEMENT—Texas Governor Dolph Briscoe, (right), has endorsed the upcoming national Beef Referendum. Briscoe, himself a cattle raiser, urged all cattle producers in the state to register and vote "Yes." Registration runs June 6-17, with voting July 5-16 at local ASCS offices. Also present for the endorsement was J.D. Sartwelle, (left), chairman of the Texas Beef Development Taskforce.

Unions try to eliminate secret ballot

(Continued from page 1)

the secret ballot, all that's required to pass a resolution is a petition. And the majority of workmen would sign a public petition regardless of their feelings simply because they don't want to be thought of as one of the "others."

McMillan urged each cattleman present to contact his respective representative and strongly oppose this legislation. He also related an attempt by bureaucrats on Capitol Hill to form an "Agency for Consumer Advocacy." "Bureaucrats will use this to delay things," McMillan said. "You should be strongly opposed to such an agency."

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CHAROLAIS RESERVE—Reserve champion bull at the Rocky Mountain Charolais Assn. show and sale was BRM Vulcain A615 shown by Arrowhead Ranch Division of Gentry's Double Hook Ranch, Fairplay, Colo. (Staff photo by Jerry York)

Horned, Polled Hereford groups studying merger

The American Hereford Assn. (AHA) and American Polled Hereford Assn. (APHA) are engaged in preliminary studies of an idea to consolidate the two organizations into a completely new beef breed registration association.

The boards of directors of both the AHA and the APHA held concurrent but separate meetings May 24 in Kansas City to review the basic concepts of the consolidation idea. There have been no formal negotiations between the policy making bodies of the two associations.

Neither board of directors took votes for or against the idea to consolidate the two existing major beef breed registry organizations and organize a totally new association.

Both associations' directors authorized immediate and concurrent mail surveys of their separate memberships throughout the U.S. to obtain breeder comments that may help the AHA and APHA directors in future discussions or negotiations on this subject are to be held.

The associations' memberships are not being asked to vote for or against any specific proposal at this time, but only to consider the advantages and/or disadvantages of the concept of a consolidation of the two associations.

Should a consolidation program be agreed upon by the boards of directors of the two associations at some future date, the by-laws of each association requires the memberships to vote their approval or disapproval of any specific consolidation proposal at their separate annual meetings or at special membership meetings called for consideration of this matter.

Member-breeders of the AHA and APHA are being asked to return their mail surveys to their respective association offices as soon as possible after studying the contents of the letters mailed to them.

Here's the ideal range bull:

He is Lot No. 295. He was consigned to the 1976 Western Stockmen's All Breed Bull Sale at Famosa, California. He was voted by cowmen as the ideal range bull from 217 entries representing 10 breeds. He sold to a rancher.
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Market Roundup:

Modest strength expected in June

USDA'S LIVESTOCK AND MEAT situation report for May suggests a drop in cow kill to under two million head this spring for the first time since 1974, although some of the deficits incurred in the spring slaughter will likely be made up by heavier culling of cows from the herd during the summer and spring.

It is also noted that reductions in non-fed slaughter may offset increased fed beef supplies with total beef production approximating the 6.1 billion pounds during the second quarter of 1976. Experts then suggest that the net result for later this year will likely be relatively higher price increases for hamburger and cheaper cuts of beef than for choice and prime.

CALIFORNIA MOSTLY CHOICE steers $42-43; good-choice $41-42.50; good Holsteins $37-39. Mostly choice heifers $39.50-40; good-choice $39-39.50. Washington choice steers $41.50-42. Choice heifers $39.50-40. Oregon choice steers $41-42. Choice heifers $39.50-40. Idaho, Utah, Nevada mostly choice steers $40-41.50; good-choice $40-41; mostly choice Holsteins $37.50-38. Mostly choice heifers $38.50-39. Arizona good-choice steers $42-43. Mostly choice heifers $39-39.50.

Wyoming, Nebraska, South Dakota mostly choice steers $40.50-42; good-choice Holsteins $37. Mostly choice heifers $39.25-40.50. Colorado choice steers $41-42; good-choice $40-40.50. Choice heifers $39.85-40.50; good-choice $37.50. Montana choice steers $40.50-41. Choice heifers $38-39.

KANSAS CHOICE STEERS $41-41.75; good-choice $40.25-41; good-choice Holsteins $37-37.50. Choice heifers $39-39.50; good-choice $38.25-38.75. Texas, Oklahoma mostly choice steers $41-42.50; good-choice $40.25-41.75; good-choice Holsteins $37.25-38.25. Mostly choice heifers $38.75-40; good-choice $37.50-39. New Mexico mostly choice steers $41.50-42; good-choice $41.50. Mostly choice heifers $39-40; good-choice $38-39.

Colorado canner-cutter cow beef $52-53; utility at San Francisco $49.50-51.50; Panhandle $49.50-50.50. Choice Colorado steer beef $59.50-65.25; Panhandle $59-64.75; San Francisco $64.50-68. Choice heifer carcasses in Colorado $57.75-63.25; Panhandle $63.25; San Francisco $64.

CALIFORNIA CHOICE 390-460 lb. feeder steers $41-44; 500-550 lb. $43-44; 675-750 lb. $32-34. Choice heifers 400-500 lb. $32-34; 565-700 lb. $32-34. Washington choice steers 350-600 lb. $40-46; 600-700 lb. $40-42.80; 700-850 lb. $38-41. Choice heifers 350-550 lb. $32-36.25; 600-750 lb. $32-36. Oregon choice steers 700 lb. $39.50-41. Choice heifers 600-625 lb. $35. Idaho, Utah, Nevada choice steers 700-800 lb. $38-40. Choice heifers 650-700 lb. $33.50-34.

Montana mostly choice steers 400-475 lb. $43-46; 750-900 lb. $38-40. Mostly choice heifers 400-475 lb. $38-40; 575-700 lb. $34.50-35.50. Oklahoma choice steers 300-500 lb. $44.25-47.50; 600-700 lb. $39-41.50; 700-800 lb. $38.50-39.75; 800-950 lb. $38.25-39.75. Choice heifers 300-500 lb. $34.75-36.50; 600-700 lb. $34.50-36.75.

COLORADO CHOICE steers 225-400 lb. $47-54.50; 400-500 lb. $43-51.50; 500-600 lb. $38.25-46.50; 600-700 lb. $38.25-42.25; 700-1000 lb. $37.80-42.10. Choice heifers 250-400 lb. $40.50-44.20; 400-500 lb. $36-41.90; 500-600 lb. $34.50-40.50; 600-750 lb. $34.50-39.10. Texas choice steers 300-400 lb. $42.25-44.25; 400-500 lb. $38-43.90; 500-600 lb. $39.30-43; 600-700 lb. $38.50-40; 700-900 lb. $36.25-39. Choice heifers 300-400 lb. $32-34.50; 400-500 lb. $32.50-34.75; 500-600 lb. $31.50-34; 600-750 lb. $33.45-34.60. Kansas choice steers 300-400 lb. $48-50.50; 400-500 lb. $45.75-48.75; 500-600 lb. $42.25-44.75; 600-700 lb. $39-41; 700-800 lb. $39-40.20. Choice-prime heifers 300-400 lb. $42.25-43; 400-500 lb. $36-38.25; 500-600 lb. $34.80-36; 600-700 lb. $34.50-36.30.

Midwest choice-prime shorn slaughter lambs No. 1-2 pelts $52.10-55; 110-123 lb. wooled $50.75-54.50. San Angelo, Texas, choice-prime spring slaughter lambs 80-115 lb. $50-54. Midwest choice-prime 90-115 lb. $50.25-55. San Angelo good slaughter ewes $12-16.50; utility $13.50-15.50; cull-utility $10-13.50.

MIDWEST CHOICE-FANCY feeder lambs 60-90 lb. $48-50. San Angelo choice-fancy 70-95 lb. $40-46. San Angelo choice-fancy spring lambs 45-55 lb. $44-49.50; 65-85 lb. $44-46.50. Midwest choice-fancy 47-86 lb. $50.20-57. San Angelo medium-good solid mouth stock ewes $23-28.50 each. Good ewes and lambs 65 lb. $30 each.

Barrows-gilts were firm to 75 cents higher. At terminal centers U.S. 1-3 200-250 lb. barrows-gilts $43.25-44.50. Direct trade in Illinois-Indiana area $43-44. Iowa-Minnesota area $42.50-43.

Sioux Falls, S.D., feeder pigs each, U.S. 1-2 20-30 lb. $23.50-28.50; 30-40 lb. $28.50-32.50; 50-60 lb. $39-45; 60-70 lb. $44.50-51; 70-80 lb. $50-56; 90-100 lb. $57.50-60.50.

AT LEAST MODEST new strength in cattle and beef prices is anticipated by many in June. While fed cattle prices have dropped sharply in recent weeks, producers maintain slaughter at high levels. At recent rates, fed cattle marketings for April-June would exceed April 1 intentions of producers.

Hog slaughter has been trending lower and should continue at seasonally reduced levels into July, say analysts. The slaughter of forage-fed cattle probably will increase sharply in June, but probably will be offset by reductions in the slaughter of hogs and cows.

DOUG EHERLE

Auction Results

KAY LIVESTOCK MARKET
Denver, Colo., May 31-June 1

495 head received: Choice stocker steer calves 300-400 lb. $43-48; 425-475 lb. $42-45; 500-575 lb. $42-44. Choice stocker heifer calves 300-400 lb. $37.50-38.50; 425-550 lb. $34-37. Choice feeder steers 600-700 lb. $38-39.85; 725-800 lb. $37-38.25; 825-900 lb. $36-39. Crossbred feeder steers 600-700 lb. $37-38.50; 725-800 lb. $36.50-37; 825-900 lb. $36-37.50. Feeder heifers 500-800 lb. $34-37.50; 625-700 lb. $33-35.50. Slaughter cows, commercials $27-29.20; utilities $23-26.70; cutters $24.25-27.10; feeders $21.35-25. Slaughter bulls, commercials $33-35.90; utilities $31-32.75; feeders $28-30.50. Stockers, feeder steers, slaughter cows and bulls were steady with feeder heifers steady to 50 cents higher and fat cattle steady on a limited test.

Coming Events

LIVESTOCK EVENTS

June 8—Southeastern Colorado Research Center Wheat & Range Field Day, Springfield.
June 9-11—Nebraska Stockgrowers Assn. Annual Meeting, Kearney.
June 11—Colorado-Wyoming Polled Hereford Assn. Field Day, Sheridan, Wyo.
June 11—Texas Shorthorn Field Day, McGuiness Farm, Seagoville.
June 14-18—Shorthorn Youth Conference, Ft. Worth, Texas.
June 16-17—Livestock Marketing Congress, Calgary, Alta.
June 19—North Dakota Shorthorn Picnic, Dauland Farms, Orr, N.D.
June 30—Fort Collins Research Center Small Grains Field Day, Ft. Collins, Colo.
July 9—American Simmental Assn. Summer Conference, West Yellowstone, Mont.
July 9—South Dakota Junior Heifer Show, Mitchell.
July 12-15—National Junior Polled Hereford Heifer Show & Forum, Oklahoma City, Okla.
July 13-15—Iowa State Univ. Animal Industry Week, Ames.
July 16—Simmental Festival, Fredricksburg, Texas.
July 19—San Juan Basin Research Center Range Research & Beef Cattle Breeding Field Day, Hesperus, Colo.
July 20-21—American National CowBelles Mid-year Meeting, Denver, Colo.
July 27-30—LaRue's Cattle Fitting School, Georgetown, Texas.
July 28-30—New Mexico State 4-H Horse Show & Quay County 4-H Rodeo, Tucumcari, N.M.

Coming Auctions

BEEF CATTLE AUCTIONS

June 6—Richmond Hales Cow Herd Dispersion, Canyon, Texas
June 6-7—McLean Ranches Herefords, Willard, Mo.
June 11—Big Elban Classic, Oklahoma City, Okla.
June 11—Campbell Angus Ranch, Diana, Texas.
June 11—Mid-Coast Santa Gertrudis Assn., Brenham, Texas.
June 11—Way-Co Shorthorn Dispersion, Columbia, Mo.
June 11—R&M Simmental, Canton, Texas.
June 13—Ross Ranch Angus Range Bull Sale, Jordan, Mont.
June 13—Ard E. Richardson Simmental Sale, Pipe Creek, Texas.
June 15—Nor-Tex Farms Angus, San Antonio, Texas.
June 18—Johnson Farms Polled Herefords, Perry, Okla.
June 18—J-Ben Land & Cattle Corp. Simmental, Terrell, Texas.
June 18—Joe Eby Angus, Carrollton, Texas.
June 18—Trullt Limousin Ranch, Sulphur, Okla.
June 18—UT Farms Angus, Oklahoma City, Okla.
Jne 18—E.B. Gee Ranch Polled Herefords, East Prairie, Mo.
June 20—Diamond R Polled Hereford Dispersion, Hearne, Texas.
June 24—Cross F Ranch Angus, McKinney, Texas.
June 25—Luedtke Angus Dispersion, Maquoketa, Iowa.
July 9—Goldenview Farms Limousin, High River, Alberta.
July 11—Stampede Cattle Station Angus, Stavely, Alberta.
July 12—Southolm Angus, Coaldale, Alberta.

HORSE AUCTIONS

June 7—Wyoming Quarter Horse Assn., Sheridan, Wyo.
June 10-11—Public Auction Yards All Breeds Horse Sale, Billings, Mont.
June 11—M. Stees Ranch Quarter Horses & Appaloosa Dispersion, Steamboat Springs, Colo.

Bailey to handle Ft. Worth's PR

The Southwestern Exposition and Fat Stock Show, Ft. Worth, Texas, has appointed Delbert Bailey Advertising-Public Relations to handle its advertising and public relations.

Bailey has handled the show's account since 1971 while employed by Ottmann Advertising Agency, Inc. Under the new arrangement, Bailey will operate full time from the Stock Show offices.

WORTHY CAUSE—Keith Ham, Piedmont, Junior South Dakota Stock Growers Assn. president, reports to the convention on the juniors' donation of $200 to the SDSGA to get the Beef Referendum passed.
(Staff photo by Jodi DiLorenzo)

Nebraskans to meet June 9-11

If you want to do more than sit back and observe today's beef industry problems, you should attend the 88th annual Nebraska Stock Growers Assn. convention, June 9-11 at the Holiday Inn at Kearney.

Nat'l Western names officers

At the annual meeting of the National Western Stock Show, Denver, Colo., three long-term board members of the governing executive committee were honored by the association for their many years of service and made Emeritus Members of the executive committee. They were Albert R. Mitchell, Albert, N.M., Howard Linger, Alamosa, Colo., and Frank Johns, Denver.

Named to replace them as active members of the committee were: James Henry, Longmont; Robert R. Mapelli, Greeley, and Donald Norgren, Platteville. Other members are Dewey Carnahan, Kiowa; Walter Emery, Denver; E.H. Honnen, Denver; Ben Houston, Platteville; Robert T. Person, Denver, and N.R. Petry, president.

In addition to Petry, who was elected president of the National Western, Person was voted first vice president, Houston was named second vice president, and Carnahan was tabbed secretary-treasurer.

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Selling:
75 ANGUS BULLS
Including 55 two-year-olds. Also . . . 20 top yearlings from guest consignor, Big Dry Angus Ranch, Jordan, Mont.
FREE DELIVERY . . . to central Stockyard points in Montana and adjoining states.
These bulls are ready to be turned out. They are not fat nor fitted. They are hard, rugged bulls, ready to get you a high percentage calf crop.
Health in order to go anywhere.
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EMPLOYMENT WANTED 1

TEXAS RANCH HAND, 32, small family, desires job with cow/calf operation or commercial cattle. Don Reese, Rt. 1, Box 1022, Gooding, ID 83330.

HONEST, RELIABLE, aggressive, 45 year old, married man seeks managerial position row crop, cattle ranch or combination. 25 years practical experience plus just received 3 degrees from 2 year college—crops, range and ranch management, Agriculture Business. Rt. 1, Box 989, Ontario, OR 97914. 503/889-7252

WORKING RANCH MANAGER seeks permanent resident position on commercial cattle outfit. Capable of complete control. 10 years experience managing one of the largest cattle ranches (13,000 head) in northern California and Nevada. Extensive marketing and feedlot experience. Married, references. 916/331-2626.

COWMAN/HERDSMAN available for established herd. Married, two children. Prefer uncampaired, practical operation. Experienced calving, doctoring, work, feeding, general ranch work. Location open. Dana Dillon, Rt. 2, Box 130-C, Moscow, ID 83843. Phone: 208/882-7557.

FARMER RANCH OWNER, married, two grown boys, all has lifetime experience—range cattle, feedyard, pasture; rope, ride, practical vet; soil starter, irrigator. Want work for absentee owner. We can all live and work. Have phone numbers for references upon request. P.O. Box 1482, Ontario, OR 97914. Phone: 503/889-8769 after 6 p.m.

HELP WANTED 2

FEEDLOT PEN RIDER—Fether couple to work together. Year around job on a 10,000 head lot, central Washington. 509/837-4424.

WANTED: MATURE COUPLE. Quarter Horse racing and breeding experience preferred. Living quarters provided. Phone: 805/251-5004.

CARETAKER, COUPLE preferred, for somewhat isolated ranch. Modern home, all utilities plus small salary, TV available. Light maintenance capability and some ranching background helpful. Write Ad Dept. 711 c/o WLJ.

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RANCH COOK JOB wanted. Experienced and capable. 702/588-3665.

EXPERIENCED, DEPENDABLE cook desires job on working ranch. Wyoming area. 303/221-4047 after 5 p.m.

MEAT SERVICE EQUIPMENT man, all systems. Layout design and sales from Butcher Shop to meat packer. Colorado native. 270 S. Perry St., Denver, CO 80219. 303/934-3433.

MARRIED COUPLE, 50 years old, 30 years experience livestock ranching on own ranch and for others, want foreman or cow boss job. Will give economical management. Remote ranch no problem. Harold Schmelz, P.O. Box 583, Chiloquin, OR 97624.

MARRIED MAN, 1 child, looking for responsible ranch work. Experienced in prog. checking, A.I., yearlings, cow/calf, haying and management of men. Write Ad Dept. 710 c/o WLJ.

RANCH MANAGER OR herdsman job wanted. Married with family. Lifetime experience with both large commercial and purebred herds. Reliable caretaker, complete control, would exchange references. Replies confidential. Write Ad Dept. 717 c/o WLJ.

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FOR SALE

A May 1975 son of Black Revolution 1301, from a Churchill of Wye dam . . . very modern.

A fall yearling son of Sun View Winton 1342, from a "Colossal" dam . . . big and tall.

Two fall yearling sons of Rito 707 of Ideal 8371, the "72" bull, from Bell O Bardollermere dams.

These bulls are well grown and ready for service.

Realistically priced
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AVAILABLE: FROM THE top of the herd quality—100 outstanding, performance and fertility tested, selected big, sound and growthy registered Angus long yearling bulls. All sired by nationally known high-gaining performance herd sires. Full data available. All fully guaranteed "to go and get the job done." Priced to move. Delivery arranged. Southern Star, Marshfield, MO 65706. 417/329-5392 or Cassoday, KS 66842. 316/735-4412.

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HELP WANTED 2

LIVESTOCK FIELDMAN needed to solicit cattle for established Montana Livestock Auction Market. Experience preferred. Write Ad Dept. 714 c/o WLJ.

MARRIED MAN — Mechanic and farm work, operate/maintain farm machinery, occasional cooking for wife. Wages, mobile home, utilities, meat. Send resume, references. Les Stewart, Paradise Valley, NV 89426 or call: 702/578-3541.

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I have a place for a good, hard-working man that has the ability to make a place pay it's own way. I have about 1,000 acres working, 200 head of cattle and a small feedlot; also, haying equipment. If you are capable and willing to try, write me. Must be at least 35 and married. Send complete resume.

This is Not a 5 day, 8-5 job
Write Ad Dept. 695 c/o WLJ

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CATTLE 5

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BLIND BOX ADVERTISERS: By the word ads, count 5 additional words AND include $1.50 PER INSERTION for cost of forwarding replies.

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HOLSTEIN SPRINGING heifers, open and bred heifers. Holstein and beef cross calves, 2 to 24 weeks old. Delivered to your farm on approval. Hridicka Bros., Rt. 7, Chippewa Falls, WI 54729. 715/723-1171, office; 723-9158, residence.

CATTLE 5

RED ANGUS BULLS—Semen tested, one and two-year-olds. Novy Ranches, Box 40, Grenada, CA 96038.

RED ANGUS YEARLING bulls for sale. Heart Spear Red Angus, Box 151, Arvada, WY 82831. 307/736-2454.

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REG. POLLED HEREFORD heifers to calve in September; also, open heifers. Thermaland Springs Ranch, 916/762-5556.

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CHIANINA—50% and 75% bulls and heifers, open and bred, good selection. Al Mazao—See at 7592 Avenue 128, Tipton, California. 209/752-4431.

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POLLED CHAROLAIS BULLS
Two-years-old, good growthy bulls. Sires of Ras Sir Royal Sam 2017, who is the son of the famous LCR Sir Royal Sam.
Donald Hartness
Gwinner, ND 58040
PH: 701/678-2728

FOR SALE: 9 two-year-old, registered horned Hereford bulls. King Don bloodlines. McGeary Hereford Ranch, Elk Grove, CA 95624. Phone: 916/685-3194, after 6 p.m.

REGISTERED POLLED SHORTHORNS—Yearling bulls and heifers, brood cows with calves. Catherine Creek Ranch, Robert Richards, P.O. Box 395, Union, OR 97883. 503/562-5598.

BRANGUS BULLS
30 Head
Registered —
Cert 3/4-blood—Cert. 1/2 blood
The top 50% of the 1975 bulls
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CATTLE 5

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WALDO FORBES FAMILY
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FOR SALE: Big, growthy, registered Polled Hereford bulls coming 2-years-old. Schroeder Bros., Route 2, Box 29, Arapahoe, NE 68922. Neale, 308/962-7231; Paul, 308/962-7817.

FORCED REDUCTION SALE: Grandson of CMS " Duke" with 7 registered Angus cows with calves and 4 yearling heifers. Ranch near Merced, California. Call: 209/343-0808, evenings.

50 RED ANGUS BULLS
Leachman Cattle Co.
Billings, MT 59102
Jim 406/656-8583
Bill 406/656-8743
Ranch 406/259-5101
Jan 20 Black Angus Bulls

FOR SALE: SIX 75% Limousin bulls; 75% Limousin heifers bred to Tulsa; club calves. Tri-J Cattle Company, Bill Jones, P.O. Box 155, Firebaugh, CA 93622. Office: 209/659-2211; after 6, Carroll Rowan, 209/659-3514.

REGISTERED POLLED HEREFORDS
16 cows with spring calves, pasture exposed to HP Mischief Real 474, $600 per pair
10 cows to calve this fall, bred to RA Golden Pride 5, $400 each. Cows and calves all in excellent condition.
SNIDER POLLED HEREFORDS
916/677-2446

DOGS 9

McNAB PUPPIES — Registered—Cow/Hog dogs — Guaranteed workers — $100. Bud/Carolyn Roberts, Esparto, CA 95627. 916/787-3689.

LIVESTOCK WANTED 11

BRAHMAN - ANGUS CROSS heifers to calve this fall. John Kahl, 209/722-6408.

FEEDLOTS 12

CATTLE FEEDLOT
- New facility in central Oregon.
- 4,000 head capacity.
- Room for expansion.
- No environmental problems.
- Concrete bunks, cable fences.
- Complete mill, steam.
- 2,000 ton grain storage.
- 25,000 gal. molasses storage.
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- Concrete pit for potato storage.
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- 50,000# scale.
- Mobile home.
- On rail.

Valuable contract for potato feed
Good hay supplies
Price: $381,600.00
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Take Advantage of Our WLJ WEEKLY CLASSIFIED

DOGS 9

RANCH RAISED REGISTERED Australian Shepherds. Satisfaction guaranteed. WALLY BUTLER, Rt. 2, Box 1126, Kendrick, ID 83537. 208/289-4510.

CATAHOULA LEOPARD/Queensland Blue Heeler cross cattledog pups. Females $25; Males $50. Guaranteed workers. H-4 Polled Hereford Ranch, 209/296-7526.

CATTLE 5

LONGHORN BULLS FOR RENT. Choice bulls left for June turnout. Hap Magee, Danville, CA 94526. 415/837-7228.

REG. POLLED HEREFORD heifers to calve in September; also, open heifers. Thermaland Springs Ranch, 916/762-5556.

FOR SALE: PURE Chianina bulls, service age. Big C. Ranch, R.R. #1, Cochrane, Alberta, Canada T0L 0W0. 403/932-2782; 288-1196.

REGISTERED ANGUS CATTLE: 12 cows—bred, pairs, open. Also, 14 range bulls, 14-24 months. Good breeding. Watsonville, Calif., 408/728-2807.

50 RED ANGUS BULLS
BECKTON STOCK FARM
YEARLINGS AND SOME TWO-YEAR-OLDS
Fertility Tested — Hallerbroken — Low Birthweights — High Performance
WALDO FORBES FAMILY
SHERIDAN, WYO. 82801 PH: 307/674-6095 or 672-5631

FOR SALE: REGISTERED Black Angus cows, calves, heifers and young bulls. Priced as to age and size. Valley View Ranch, 21351 Walnut, Lake Elsinore, CA 92330. Phone: 714/674-4279.

BULLS: Registered Black Angus Big, growthy and fertility tested Excellent bloodlines
HEIFERS: 100 bred and open. These are extra choice.
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308/423-2122 or 423-2079

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The best kept secret of the Beef industry is out! Red Polls have been "Modern" Beef Cattle for years. Excellent carcass quality, high rate of gain and ease of calving have been characteristics of the breed for years. Write for information:
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Alfalfa
$725,000.00
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Open irrigation land
Excellent location
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$3,000.00 per acre
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1. 280 ACRES NEAR Inskip Caves, $150/acre. Owner financing. 2. Also: 10 acres, 4 bedroom home, barn, swimming pool, $61,000. 3. Two 11 acre parcels: with or without mobile home; 4. 20 acres, 3 bedroom home, barn, irrigation well, near Proberta, $58,500. All in Tehama County. Zack Farmer Real Estate, Realtors, P.O. Box 753, Red Bluff, CA 96080. Accredited Farm Land Broker.

PACIFIC Farms, Ranches 13

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DESERT CATTLE RANCH
3600 deeded acres, 15,000 acres BLM, 75 AUM's, near Prineville Reservoir. $200,000, 29% down. Call: Robert Morris at Robert Morris & Associates, Realtors, Bend, Ore., 503/389-3955.

PROSPECTS and BROKERS may be interested in your property, but they have to see it here before they can contact you. Let WLJ bridge the gap!

400 ACRES
Good irrigated stock ranch with feedlot, 3 homes. $450,000.
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A CATTLEMAN'S RANCH meeting the demands of today's needs—
Location, condition, price, terms and diversification.
May we invite your attention to the following oldtime reputation cattle ranch:
- RUNS 1,000 HEAD on cow/calf basis or 700 cows + steers + heifers to three years.
- 12,255 DEEDED ACRES—Critically important with today's trends.
- 14,000 ACRES BLM—Controlled through water on deeded land.
- 2,600 ACRES presently leased from timber company—Originally 10 year lease, 5 years remaining.
- LAND IS CONTAINED in one large block providing easy movement of cattle, no hauling required.
- CLIMATE—Exceptionally mild winters, pleasant summers.
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- LONG GROWING SEASON—Approximately 190 days.
- RAINFALL—14" to 18" in higher elevations.
- HAY—Growing alfalfa, grass and oat hay (can raise 2 crops of oat hay on the same ground in the same season).
- IRRIGATION—Approx. 700 acres (several hundred more acres could be developed at low cost).
- FREE WATER—John Day River flows through ranch for 6-1/2 miles.
- RANGE WATER—Abundant water over entire range—Over 70 developed springs + numerous creeks.
- IMPROVEMENTS—Well constructed, large 6 bedroom, attractive older owners home + several employees homes. All in excellent condition surrounded by attractive gardens, fruit trees, apples, peaches, pears, apricots, plums, grapes.
- SEVERAL BARNS—Complete corrals, scales, etc.
- SCHOOLS—School bus to door.
- HUNTING and FISHING—Deer, elk, trout, birds, in abundance.
- GOOD SET OF young Hereford cows at market price.
- LOW TAXES—$5,100.
- PRICE—$1,225,000—Owner will finance at popular interest rates.

Call or Write: DICK ELLIOTT
ARNIE SWARENS TOWN & COUNTRY REALTY
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PH: 503/382-3333 • 503/382-3672, evenings

KLAMATH COUNTRY
May trade for commercial or income property, a large boat or airplane. 820 ACRES with about 450 acres irrigated. Had 300 acres of alfalfa planted last year. Plenty of irrigation water from 2 wells. All sprinkler-irrigated and all the sprinkler equipment is included with the ranch. Can grow hay and run cattle. Two homes and other buildings. $450,000.
259 ACRES—One mile river frontage. 75 acres now cutting grass hay. Approx. 55 acres can be further developed, balance in pasture. Most of the land suitable for alfalfa. Good set of working corrals, excellent duck and geese hunting. $160,000.
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520 Klamath Avenue • Klamath Falls, OR 97601
Office: 503/884-3128
Eves., John Cameron 882-8538 • Don Kirkpatrick 884-9766

★ WORKING HORSE RANCH and TRAINING FACILITY ★
Approx. 150 acres—Six 5 acre pastures, 25 paddocks (60x90). All fenced and watered by rainbirds. Training track (5/8 mi.), starting gate, show ring and judges stand. 2 barns containing 32 stalls with all necessary facilities. Numerous other buildings—hay barn, shop and equipment included. There are 4 houses including the owners (2400 sq. ft.) and 2 mobile homes. This is a unique offering. Set up and ready to go as a business operation near Perris Lake, Calif. An outstanding value for a purchase price of $875,000.
For further information, please call John W. Roney. Evenings and week-ends, 714/637-3967.
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4,650 Acres, 330 acres irrigated, 350 head $510,000.
Burnt River Valley
330 Head—1,330 deeded acres with 415 acres irrigated, 187 head Forest permit, some timber. $367,000.
Willow Creek Valley
300 Head—6,200 deeded acres with 170 irrigated. 2 sets of improvements $395,000.
An Agri-Service Business showing $160,000 gross sales for $60,000 including equipment and plant facilities.
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640 ACRE STOCK RANCH—5 miles northwest of Livermore. 200 acres can be farmed, balance hill pasture, open ground, no brush, stock dams, springs, a creek and 2 wells. Good fencing and working corrals. $600 per acre. Call: Geldermann Realtors, 415/820-2200.

520 ACRES
Nice home, barns and corrals. Irrigated pasture, free water, year round creek, private fishpond, trees. Cattle, horses or sheep. Lakeview area $535,000, terms.
970 ACRES
Four bedroom home, barn and corrals, hay shed, irrigated pasture and hay land, free water from river plus one irrigation well. 250 cow/calf ranch. Klamath Falls area $400,000, terms.
3000 + ACRES
Showplace. Large, modern home, barns and corrals, scales, free water from river. 700 acres meadow and hay land, trees. Scenic setting. Private air strip. Klamath Falls area. $1,000,000, terms.
3500 + ACRES
Three bedroom home plus 2 bedroom foreman house, barn and corrals, scales, free water, 800 acres irrigated meadow land. High desert ranch in southeastern Oregon. 500 cow/calf ranch. $635,000, terms.
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Klamath Falls, OR 97601
PH: 503/882-8355
Bob Young, evenings, 503/882-4143

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TRY CLASS ADS

159 ACRES—128 ac water right, 70 ac. barley, 26 ac. alfalfa, balance in pasture, fenced 2600 ft. gated irr. pipe, barn, loafing shed, 2 granaries, 3 BR home, carpeted, 1-1/2 baths, electric heat Price: $160,000, terms. Call: 503/473-3345 or write: Charlie Powelson, salesman/owner, Rt. 2, Box 240, Vale, OR 97918, Clarence F. Hyde, Broker, 796 Willamette St., Eugene, Oregon.

FOR SALE: RANCH in the sun, Redmond, Oregon. Hiway 97 frontage. Lovely 3 bedroom, 2 bath home. New barn with indoor riding arena. New corrals, many outbuildings. 70 acres irrigated pasture. $150,000. More land and buildings available. Terms. 503/548-8077.

CENTURY 21
Darlene Owen Real Estate
Board a horse—20 acs., creek & trees, near Portland. 60' barn, 220 wired, tie & box stalls, 48' barn, 2 yrs. new. Old barn for storage. Stucco 4 BR, 3 BA home, frpl., full basement, good condition. Contract terms. $119,950. Call: 503/635-3781 or 643-8886; eves., 357-3864. 15635 SW Boones Ferry Rd., Lake Oswego, OR 97034.

10 ACRE HORSE RANCH near Davis. Good irrigation well, 13 stalls, tack room, feed and bedding bins, hot walker, round pen, 110 ton hay barn with feed sheds; 2800 sq. ft., 4 bedroom, 2 bath, all electric home with heat pump, loads of storage, carport and shop; good domestic well, large shade trees, kennel with 3 runs on concrete. 8 miles from UCD Veterinary facilities. $167,000. Contact: Bob Manells, Arnold Real Estate, 231 D St., Davis, CA 95616. 916/758-3080.

Arnold Agency
3,022 Ac. Merced Co. grain land. Suitable for trees, vines, etc. Terms available.
610 Ac. Merced Co. grain land. Also suitable for trees, vines. $575 per ac. Owner will carry after 29% down.
160 Ac. Citrus, Madera Co., mature trees; 120 ac. Navels, 40 ac. Valencias. $3000 per ac. Crop incl., terms available.
Cattle ranch, Chowchilla. 313 ac., 95 ac. irrigated pasture. Balance dry pasture and farm lot. Call for details.
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SISKIYOU COUNTY
Scott Valley
Beautiful mountain ranch secluded but not isolated. 130 acres nearly all irrigated, perm. pasture. Free gravity water. Nice 3 bedroom house, large fireplace. 3 room caretaker cabin. Price $160,000 by owner
PH: 916/467-3658

INTERMOUNTAIN Farms, Ranches 13

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Ranch Brokers
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Dial 208/345-3163, day/night
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500 COW
... and carry over the calf crop until August or 750 cows the year around. All deeded ranch located near Sun Valley, Idaho. $850,000. FENWICK REAL ESTATE, Owyhee Hotel, Boise, ID 83702. 208/342-8473. Call: John Bastida, 208/375-1912, evenings.

FOR RANCHES—Cook Real Estate, Box 127, Salmon, ID 83467. Phone: 208/756-2524. Licensed in Idaho and Montana.

Excellent 225 Head Cow/calf Operation
Easy and economical to operate, sub-irrigated, good buildings and corrals, nice home. In a beautiful setting with lots of springs and a beautiful creek. Priced right with terms.
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Menan, Idaho 83434
PH: 208/754-4720

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649 ACRES
Row crop, beets—potatoes—beans. Gravity and sprinkle irrigated from the Snake River. Large potato cellar. Management or lease back available. Consider escrow exchange. $1,160,000. FENWICK REAL ESTATE, Owyhee Hotel, Boise, ID 83702. 208/342-8473. Bob Angell, 208/342-7701; eves., 208/344-8128.

FOR SALE
Two (2) adjoining farms—One 400 acre at $300 per acre. One 240 acre with 130 acres in alfalfa at $375 per acre, 110 acres at $300 per acre.
- Will sell separately
- 3 wells and pumps
- 1 diesel motor
- Sprinkler system
- Electricity available
- Owner will finance at 6% interest.
- Terms are twenty (20) per cent down. First two (2) years interest only.

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1300 ACRE COLORADO Improved wheat farm near Limon. 800 acres in growing wheat. $150/acre. Low down. 303/508-2661.

FOR SALE: 600 acre farm with feedlot. Approximately 300 acres cultivated, dependable water. 2 modern houses. 6 miles north of Montrose, Colorado. Phone: 303/249-5852 or 641-0683.

Let Them Work For You!

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350 + head outfit on Forest Service. Excellent water from springs and tanks. Wells on the ranch that haven't been used in years! Good grass and browse country, with some timber. Public electricity, phone, and T.V. reception at headquarters. Fenced and cross-fenced with good holding pastures. Good terms with substantial down.
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gardner & associates
RANCH BROKERS
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"This ol' hoss be limited in some respects, but he's sure easy to catch!"

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NEVADA: 3,000 grown cattle unit. 3 man operation. No winter feeding of grown stock. Beautiful meadows. 20 second feet free stock water. Individual allotment. One of Nevada's finest. On paved road. Power and school bus services. $1,900,000.
NEVADA: Good, solid 2000 head unit, $650 per unit. 3 generation family ranch. Meadow and high mountain summers; desert winters. No winter feeding of grown stock. All contiguous, individual grazing. Over 5000 acre meadow.
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Runs 440 cows plus replacements and bulls and 3,000 ewes plus lambs and bucks. This combination ranch consists of 5,291 deeded acres (700 irrigated), 4 Forest permits and excellent BLM sheep winter range near Rock Springs. Plenty of water—live stream and shallow wells. Headquartered in a beautiful valley at Raymond, Idaho. 90 miles south of Jackson Hole, 170 miles north of Salt Lake City, 30 miles northeast of Bear Lake. School bus and garbage pick-up. Grossed $230,000 in 1976 with depressed cattle prices. Operating expenses of $117,000. Asking $810,000 for ranch ($810 per AU) with $120,000 down—balance in 15 years at 7-1/2% interest—annual payments of ... This operation could net an experienced rancher, $30-$35,000 per year at today's prices after expenses and debt service. Above terms available only to qualified buyers. Livestock, machinery and hay will be available on separate cash basis—November possession
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300-12,000 Head Outfits
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CATTLE EMPIRE & FARMING OPERATION
50,000 acres DEEDED LAND with 16,000 acres FARMLAND. Approximately 700,000 acres rangeland—BLM & Forest. Water from springs, creeks, reservoirs & wells. Close to town. Good climate with long growing season. ... 20,000 tons of hay. Ran over 15,000 head of cattle in 1976. Priced at $... 500,000.00 (Cattle at market price)
* *
5,000 head outfit on paved highway. 35,000 DEEDED ACRES. 7,000 acres ... irrigation (more can be developed). Large BLM allotment with crested wheat acreage. WATER from springs, reservoirs, 7 creeks and 11 wells. 6,000 ... grown cattle + replacements & calf crop. GOOD headquarter buildings. Equipment. Excellent depreciation factor. Priced at $4,500,000.00 ... available at market price.
* *
14,000 DEEDED ACRES. 2,000 meadowlands, 500 alfalfa, 500 grain, balance rough pasture, much of which can be developed for cultivation. Water from creeks, reservoirs and wells with sprinkler system. 20,000 AUM's with ... head of cattle on ranch at present. 500 head WINTER PERMIT. Plenty of ... Good machinery. Priced right on today's market at $2,000,000.00 ... $1,000,000 built in financing at low interest rate. Cattle at market price
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ARIZONA—MOHAVE COUNTY—Old time working cattle ranch 21,322 deeded acres plus 18,725 leased acres, close to I-40 and State Hwy. 93. Good water. For interview or details, contact: Virginia Nelson at Jean White Realty, 114 Tucker, Kingman, AZ 86401. 602/753-5507 or 602/753-3769.

SOUTHERN ARIZONA FARMS
2080 Acre farm—900 ac. cotton already contracted for 1977. 14 irrigation wells, 2 pumpback systems. Average 227 day growing season. Projected gross for 1977, $738,000. Records open to qualified buyers. Under $700 per acre.
320 Acres—good investment. Now rented. Buy now and let rent help pay for it. Potential sub-division property. $1200 per acre. Call:
Dick Barkley 602/887-7236
Farms and ranches—all sizes
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WE SPECIALIZE IN RANCH & AGRICULTURAL LAND

500 COW RANCH
In famed Nazko-Blackwater area ... of Quesnel, British Columbia ... ing lots of feed for 500 cows ... good range for up to 1,000 ... Excellent, fully modern log buildings. This is a reputation ranch that will make money for a good operator.
Contact: Don Howlett
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PH: 604/992-8888
Evenings: 992-5324

RANCHES FOR RENT OR LEASE

THREE HUNDRED HEAD permanent pasture cattle ... with cattle and winter pasture leases. 916/743-7232.

RANCHES OR PASTURE WANTED

CENTRAL CALIFORNIA ranch 100-3,000 head. Write Ad Dept. 708 c/o WLJ.

WILL PAY TO $1500/unit good 200-600 cow ranch. ... Write Ad Dept. 713 c/o WLJ.

300 COW UNIT, prefer Oregon. Lease option. Excellent references. Take possession by September 1. Dwight Bailey, Box 371, Glide, OR ... 503/496-3452.

RANCH WANTED—Will ... $300,000 ($100,000 down) going cattle operation in northern California or Oregon. Must be ... able operation ... Write Ad Dept. 716 c/o WLJ.

$$$$$
Money's precious. Advertisers need to know where their ... well spent. Tell them where you saw their ad in WLJ.

Auction Results

TEXAS LONGHORNS YO RANCH
Mountain Home, Texas, May 28

7 bulls	$928
39 cows w/bull clvs.	940
17 cows w/hfr. clvs.	1,332
12 cows	966
28 hfr. clvs.	708
103 lots	944

Auctioneer: Eddie Woods

Bulls: Champion, consigned by J.T. "Happy" Shahan, Rogerville, to Bear Mountain Ranch, Van Horn, $1200. Reserve, YO Ranch, Mountain Home, to LS Ranches, Crowley, $1200.

Steers: Champion, YO Ranch to Apache Ranch, Laredo, $4700. Reserve, Wright Materials, Robstown, to T.H. Bowman, Dripping Springs, $3300.

Cows: Champion, J.T. Sugges, Dallas, to Chimney Creek Ranch, Lubbock, $1600. Reserve, Larry Whipps, Graford, to Tom Chandler, Arlington, $1500.

Heifers: Champion, C.J. Frantz, Perryton, to LS Ranches, $1700. Reserve, Sugges to H.C. Carter Jr., Austin, $1850.

Pairs: Cow with heifer calf; YO Ranch to Alamo Acres Farm, Nacogdoches, $4400. Cow with heifer calf; Shahan to Herman Bennett Ranches, Brownwood, $2200.

A good crowd was on hand to witness the record breaking price paid for a Longhorn steer when YO Ranch sold a steer to Apache Ranch for $4700. It was one of the best Longhorn sales ever held. Volume buyers were: Chimney Creek, Lubbock; LS Ranch; Tom Chandler, Arlington; Stanfield Farm, Pittsville, Ill., and J.T. Moore, Arlington. — RAY MARTIN

WINGERT STOCK FARM POLLED HEREFORDS
Ottawa, Kan., May 18

2 bulls	$863
61 females	727
63 lots	732

Auctioneers: Eddie Sims, Ed Meacham
Sale Manager: Ed Meacham & Assoc.

Bulls: WSF Winger 027H, 3/5/76 by SRCL Britisher 960; Zarda Polled Herefords, Shawnee $1000. WSF Winger 065H, 3/31/76 by Big Sky Guy; C.O. & B.A. Skinner, Spring Hill, and Richard Lambert, Ottawa, $725.

Females: RCR Miss Spidel 138, 4/11/72 by GK Spidel Lamp 344F; James Morris, Louisiana, Mo., $2300. WSF Wingerta 038H, 3/19/76 by RWJ Victor J3 7110; E.B. Gee, East Prairie, Mo., $2300. WSF Wingerta 032H, 3/11/76 by Laketop F Gerry 67C; Maybelle Farms, Saskatoon, Sask., Canada, $2150. RCR Jane Spidel 871, 11/30/71 by GK Spidel Lamp 344F; Ross Bros, Prince Albert, Sask., Canada, $1800. WSF Wingerta 059H, 3/25/76 by Big Sky Guy; Lone Summit, Lee's Summit, Mo., $1800. WSF Wingerta 056H, 3/24/76 by Big Sky Guy; Tjardes Farms, Gibson City, Ill., $1800. KHR Miss Vic 928, 4/19/75 by Victor S680 201; J.C. Johnstone, Birch Hill, Sask., Canada, $1350. WSF Wingerta 008H, 1/27/76 by RWJ Victor Domino F18; Miller & Claycomb, Waverly, Neb., $1350. WSF Wingerta 08G, 3/7/75 by Justa RT Grallin 363B; TL Polled Herefords, Osage City, Kan., $1225.

The first production sale of Wingert Stock Farms was a very successful selling event with buyers from 5 states and Canada making seedstock purchases. George Wingert had spared no expense in assembling a truly top herd of cattle and this fact was much in evidence as their produce came through the ring. The sale accomplished much of what was planned for it as several head sold into the local trade area and served to introduce the Wingert program to local stockmen. — STEVE SHULL

JOHNSON FARMS POLLED HEREFORDS
Chickasha, Okla., May 16

1 bull	$2100
194 females	487

Auctioneers: Eddie Sims, Ray Sims, Guy Shull, Merrill Anderson, James Birdwell
Sale Manager: National Cattle Services

Bulls: GK Grand V 345, 5/14/75 by Finch Vic Grande N30; Flying W Ranch, Chandler, $2100.

Females: VHF Miss Klonny 532, 3/29/75 by Klondike 23X 255C; Spring Creek Farms, Pierpont, Ohio, $1550. VHF Miss Citation 549, 4/9/75 by VHF Citation 315; Spring Creek, $1350. SCB Victor 566, 3/17/76 by WP Victor 0104 W 093; E.B. Gee, East Prairie, Mo., $1250. SBC Victor 440, by WP Victor 0104 W 093; Edwards Polled Herefords, Harrison, Ark., $1100. DSS BV2 Mosanette E262, 11/22/74 by DSF BV Meda D30; W.B. Williams, Colmar, Ill., $1085. LC Miss Victor 63, 4/5/73 by RWJ Vic Domino F18; Lone Summit, Lee's Summit, Mo., $1050. VSF BV Mosanette 246, 11/4/74 by LS Beau Victor 14; Edwards, $1000. VSF LP1 Mosanette E202, 8/16/74 by VSF LP Mesa; Henry Ellis, Cleburne, Texas, $1000.

This was a very good sale on a large volume of females as good demand developed on all of the cattle selling. Buyers showed strong interest on younger females and this seems to signal increasing optimism in this trade area. Good local rainfall and the feeling that the cattle cycle has begun its upward turn helped make this sale a success.

Volume buyers were: Flying W Ranch, Chandler; Circle B, Bay Springs, Miss.; Travway Cattle Co., Rockwell, Texas; Frank Crabtree, Ada, and Carl Merrill, Duncan.—STEVE SHULL

Anti-embargo position reiterated

U.S. assistant secretary of agriculture for international affairs and commodity programs Dale Hathaway reiterated the anti-embargo position which other USDA officials have been stating in recent weeks.

Hathaway complained to a meeting of the National Farm Editors of America meeting in Washington, D.C., "people don't believe us...(that) we do not intend to embargo soybeans." The Carter administration does not believe that government allocation of supplies is good for producers and users. He said he indicated one reason for private capital moving to foreign countries goes back to when the U.S. indicated it may not be a reliable supplier.

Hathaway said the current soybean problem will likely solve itself as the last planting intentions report showed farmers plan to expand soybean acreage. He said he believes there will be an allocation of soybean supplies as high prices encourage users to turn to other protein sources.

Hathaway acknowledged there has been talk of selling surplus Commodity Credit Corp. skim milk stock to help ease the tight protein supply situation.

AT REDD RANCHES—Mack and Stan Smith, Yoder, Wyo., attended the 1977 Redd Ranches performance bull sale May 7 at Paradox, Colo. They bought the Hereford bull RR Advance 6102 by HH Advance C316 for $2150. Stan, (right), is shown bidding for the brother partnership. (Staff photo by Dick Crow)

IRISH GUESTS—Quirk Land and Cattle Co., Hastings, Neb., played host to a group of Irish cattlemen en route to the Irish Shorthorn Sweepstakes Sale, Kansas City, Mo. Admiring Sir Wms Revolution 74, grand champion Angus bull at the 1977 San Antonio Livestock Exposition, are, (left to right), Stephen Maloney, Ned Quane, Tommy Aylmer, John Maloney, Donal Murphy, and Quirk fitter, Thomas Toucedo.

FCC asked to investigate clear stations

An appeal has been made to the Federal Communications Commission by the National Livestock Feeders Assn. urging a "searching investigation" of the amount of service to rural and agricultural areas that is provided by the nation's 25 Class 1-A clear channel radio stations.

NLFA executive vice president B. H. (Bill) Jones, Omaha, Neb., in a statement submitted to FCC Chairman Richard E. Wiley, Washington, D. C., presented results of a 'Rural Service Survey' of the 25 clear channel stations.

The federal regulatory agency was asked to consider transferring clear channel protection and stronger broadcast power from those stations providing practically none or no rural service, to those less powerful stations now doing a good job of rural programming and who will commit themselves to fulfilling the clear channel responsibilities.

The membership of the NLFA recently adopted policy strongly supporting retention of clear channel radio stations, on the basis that rural listeners are still dependent upon their clearer, stronger signals.

But the 12,000-member organization has voiced serious concern over the failure of several such broadcast stations to fulfill the rural programming responsibilities which go hand-in-hand with the clear channel protection and level of power accorded them

The rural service survey of the clear channel stations was conducted by the NLFA in cooperation with the research division of Holland Dreves Reilly.

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